CAMELOT

Coordination
Analysis
Motivation
Execution
Logistics **T**racking

Why CAMELOT?

- **Most of the System TOC is not Considered During a Source Selection**
- **TOC is Driven by Early-on Design & Logistics Decisions**
- **Necessary Information to Make Best Value TOC Decisions is not Normally Obtained**
- **TOC must be Managed to be Reduced**

Coordination

- **Transition the Requirements & Key Performance Parameters from the Customer/User Representatives**
- **Discuss TOC or Ao Modeling with Industry**
- **Internally Discuss Contract Requirements & Government Controlled Inputs to Properly Evaluate TOC or Ao**

COORDINATION TOOLS

BUSINESS OPPORTUNITY PAGES

COMMERCE BUSINESS DAILY

APBI

DRAFT RFP

SOO

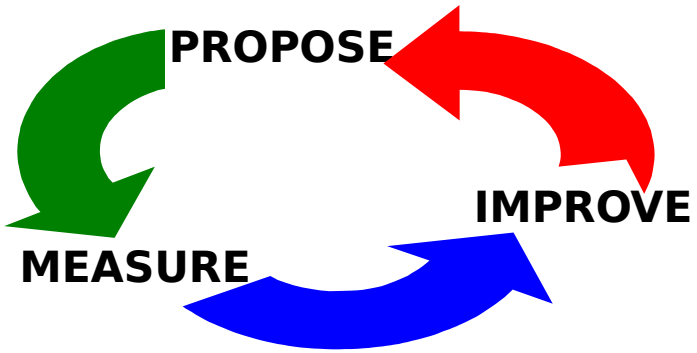
ICT/IPT

ASOAR

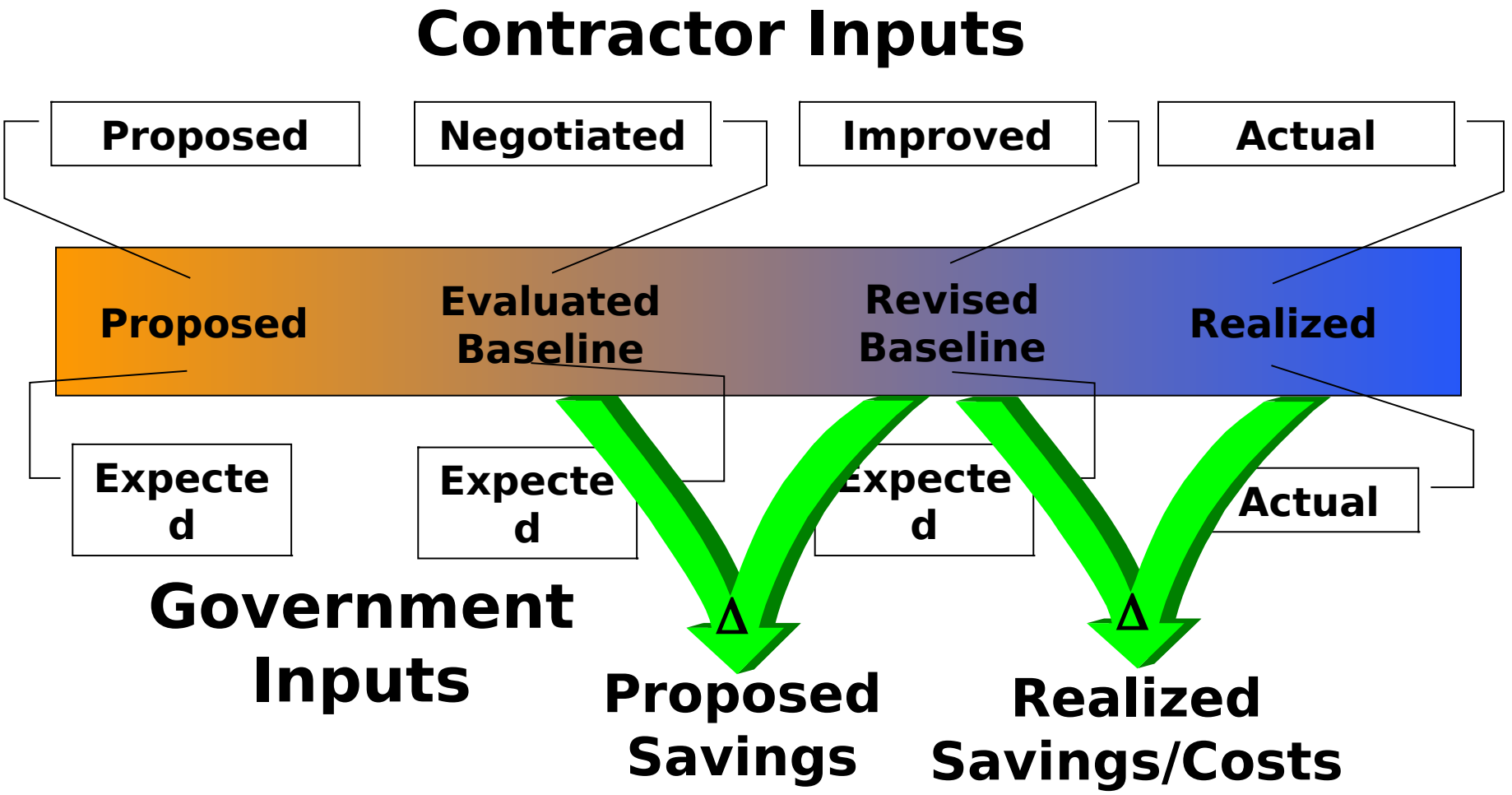
Analysis

- **Utilization of the Right Analytical Tools Throughout the Acquisition Process**

- **Contractors & Government will be Utilizing the Same Tools to Optimize to Availability or Determine the TOC Impact of Proposed Actions**



CAMELOT Analysis Process
TOC Modeling Portion



ANALYTICAL TOOLS

COMPASS

ACE-IT

SESAME

LCET

CWARM

QUANTITY DISCOUNT EOQ

SW COST MODELS

TAILORED EXCEL SPREADSHEETS

Motivation

- **Contractor's TOC Evaluated in Source Selection to Stimulate TOC Competition**
- **TOC Management Techniques Proposed & Evaluated in Source Selection**
  - **Establishing a Shared Data Environment**
  - **Managing TOC Reduction**
- **Contractors Share in the Benefits Associated with their TOC Reduction Efforts by Incentives**

MOTIVATION TOOLS

PERFORMANCE INCENTIVES

SHARED SAVINGS

COMPETITION

AWARD FEES

TOC IN SOURCE SELECTION

VALUE ENGINEERING PROGRAM

Execution

- **TOC Baseline Factors are Determined Through Negotiations Prior to Award**
- **Verification Procedures are Developed with Industry**
- **Remedies to the Government are Clear & Corrective in Nature**
- **Contractor Performance Fed into Performance History Database for Future PRAG**

EXECUTION TOOLS

FIXED PRICE CONTRACTS

LONG TERM WARRANTIES

CONTRACT BASELINES

PRAG INPUT

TOC REDUCTION MANAGEMENT PROGRAM

LOgistics Tracking

- **Contractor Maintains Data in Their Own Format Covering All TOC Factors Within Their Control & Responsibility**
- **Update of TOC Estimates Based on Field Returns or Proposed Improvements**
- **Shared Data Environment Between Government & Contractor**

LOGISTICS TRACKING TOOLS

SHARED DATA ENVIRONMENT

CONTRACTOR MGMT INFO PRACTICES

VIRTUAL TRACKING

GOVERNMENT DATABASES

SYSTEM LOGS

FRACAS

CAMELOT Changes to Current Acquisition Practices

- Analyze System Reliability and Availability Requirements within Government
- Use Govt Ao Driven LCC Models for Best Value Decisions & Encourage Industry to Use Them
- Use TOC or Ao as an Evaluation Factor in Source Selection
- Provide Incentives to Industry for TOC Reduction
- Hold Industry Accountable for Delivering What It Promises
- Establish a Shared Data Environment